

IHP Solutions GmbH is offering a position as

Head of BU *Industry Services* (m/f/d)

IHP Solutions GmbH is a 100% subsidiary of *IHP - Innovations for High Performance Microelectronics*. *IHP* performs research and development in the fields of silicon-based systems, highest-frequency integrated circuits and technologies for wireless and broadband communication.

IHP Solutions was founded in 2015 as an industry-oriented company focusing on technology transfer - including direct industrial exploitation and further development of IP from IHP. IHP Solutions commercializes IP, products and services. A strong focus is put on Foundry Services for international customers utilizing the IHP SiGe-BICMOS technology and producing customer-specific integrated circuits (ICs) on IHP's small volume pilot line.

Therefore, IHP Solutions is looking for an experienced manager with background in semiconductor industry, microelectronics and/or foundry business.

The main responsibilities with this position are:

- Customer Management & Sales for Foundry Services (MPW, Engineering Runs, LVP for ASICs) in close cooperation with IHP key people, scientists and management
- Management & Optimization of revenues and costs in BU
- Further development of BU under specific consideration of *Value Added Services* (further processing of the ASICs, such as state of the art chip packaging solutions etc.) and Supply Chain Management
- Coordination of Marketing activities for BU *Industry Services*
- Management of 4 employees

The successful candidate possesses the following skills and experience:

- University Degree in Engineering or Technical Sciences
- Sales oriented qualification or experiences
- Significant background in relevant fields (microelectronics, semiconductor technology etc.) is required
- Industry and branch experiences are highly beneficial - especially in semiconductor industry, foundry business, telecommunication etc.
- Project Management skills
- Leadership experiences
- Very good communication skills
- Fluency in English and German is mandatory

IHP Solutions GmbH offers a permanent position in a multi-national and exciting work environment with a high level of flexibility and responsibility.

Please send your complete application including motivation letter, CV, salary expectations and copies of relevant certificates and reference letters to:

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